

P/L

In Thousand RMB	2015	2016	2017.1-3
Revenue			
K12 (class)	49,981	296,902	102,324
K12 (1 on 1)	15,493	69,867	32,054
Overseas studying service	1,990	66,643	18,337
COGS			
Teacher's salary	(23,428)	(139,774)	(58,919)
Classroom rental	(12,628)	(60,980)	(21,689)
Operating cost	(3,927)	(10,412)	(5,921)
Textbook and material	(1,406)	(7,935)	(2,743)
	(41,389)	(219,102)	(89,270)
Business tax and surcharge	(1,259)	(3,873)	(651)
Gross profit	26,572	214,352	65,069
Other labor cost	(31,151)	(180,340)	(51,371)
Management expense	(14,712)	(56,142)	(13,389)
Promotion expense	(2,173)	(17,720)	(6,382)
Financial expense	252	(1,704)	(526)
Other business profit	(44)	1,726	223
Net non-operating income	(1)	(502)	(83)
Pre-tax profit	(21,257)	(40,330)	(6,458)
Tax	(475)	(1,323)	(461)
Net income	(21,732)	(41,653)	(6,919)
<i>Gross profit margin</i>	<i>38%</i>	<i>49%</i>	<i>42%</i>
<i>Net profit margin</i>	<i>-31%</i>	<i>-10%</i>	<i>-4%</i>
<i>K12/ Revenue</i>	<i>95%</i>	<i>84%</i>	<i>87%</i>

B/S

In thousand RMB	2015	2016	2017.1~3
Current asset	68,368	170,270	120,605
Cash	41,828	90,733	42,761
Inventory	2,729	7,104	4,580
Other receivables	23,812	72,432	73,264
Non-current asset	116,602	302,922	406,349
Long-term equity investment	-	653	93,353
Fixed asset	5,842	27,560	39,408
Goodwill & intangible asset	110,760	274,709	273,588
Total Asset	184,970	473,192	526,954
Deferred revenue	(76,319)	(261,574)	(252,775)
Payroll payable	(11,531)	(38,450)	(25,841)
Tax payable	(1,008)	(5,881)	(4,769)
Other accounts payable	(37,560)	(83,796)	(167,543)
Total Liability	(126,419)	(389,702)	(450,927)
Net Asset	58,551	83,490	76,027